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## PRESIDENT'S MESSAGE

Guy Blake, CCIM, NYSCAR President

**NEW YORK STATE COMMERCIAL  
ASSOCIATION OF REALTORS®**

[We invite you to join us for the 17<sup>th</sup> Annual NYS Commercial Real Estate Conference](#)

[Register by May 4 for the early-bird rate!](#)

Please join us June 4–6, 2018 for the 17<sup>th</sup> Annual NYS Commercial Real Estate Conference held at the Turning Stone Resort and Casino in Verona, New York. The conference is proudly sponsored by the New York State Commercial Association of REALTORS®, the Upstate Chapter of CCIM, the Society of Exchange Counselors and the National Council of Exchangers. James Walker, CCIM serves as the Conference Chair.

Whether you attend the investment marketing session on Tuesday (June 5) and/or some of the continuing education classes on Wednesday (June 6), we are sure that you will find the conference a worthwhile event! The conference affords everyone a great opportunity to network with colleagues from across the country.

Monday June 4: CCIM will hold a Syndication class instructed by Gene Trowbridge, CCIM. The Society of Exchange Counselors will hold their annual fun networking event at Vernon National Shooting Preserve in Vernon Center, NY. NYSCAR will hold an “Open House” to give attendees an opportunity to ask NYSCAR staff any questions they may have regarding membership. I look forward to greeting you at this cocktail reception.

This year we welcome NAIOP as a special guest to the regular schedule of events. They will be conducting developer sessions on Tuesday and we look forward to their participation. Tuesday will also feature the following roundtable discussions: Introduction to NAIOP, Valuation of Raw Land, Historic Preservation and Tax Reform. As well as our much anticipated Investment Marketing Session with Wes Dingler and Jon England as the moderators. This is a great deal-making session for participants! Lunch will be served at noon and there will be a Legislative Update with Mike Kelly, NYSAR Director of Government Affairs and industry updates from CCIM (Gene Trowbridge, CCIM), SEC (Joe Crowley), NCE (Chuck Sutherland) and NYSCAR (Guy Blake)

Wednesday (June 6) will wrap up with six courses (three in the morning and three in the afternoon). Topics include “Listing Commercial Properties: What the Buyer or Tenant will want to Know” by Edward S. Smith, Jr., “All you Need to Know to Generate a Successful Client 1031 Exchange Transaction” by Robert Charland, Esq., “Code of Ethics” by Patrick Reilly, “What’s New and What Remains the Same: Real Property Ownership and Development under the Tax Cuts and Jobs Act” by FL Gorman, Esq. and Mark S. Blood, CPA, “Land: What’s it Really Worth” by Kevin Manion and “Buy the Numbers: Investing in Real Estate” by Edward S. Smith, Jr.

We also have a great keynote panel during lunch “Site Selection – What are Developers Looking For? How can Brokers Add Value?” Panelists include Donald Greene, Owner, DCG Development, Bob Richardson, Blue Cardinal Capital and Michael Uccellini, United Group. The session will be moderated by NYSCAR Past President Joe Rowley and Conference Chair James Walker, CCIM.

As always, we appreciate the support from our fine sponsors which include: Diamond: Cushman

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Journal, Silver. Greater Rochester Association of Realtors, Bronze. Harris Beach, PLLC, Bridgeway Commercial Realty, LLC, Monroe Capital, Inc., Hudson Valley Economic Development Corporation and Think Dutchess Alliance for Business.

Please go to [www.nyscar.org](http://www.nyscar.org) for full conference information and to register online.

See you in June!

#### [Update on the Use of Corporate Titles](#)

Anthony Gatto, Esq., NYSAR Director of Legal Services

Recently, the New York State Department of State, Division of Licensing Services has indicated it would be auditing licenses and the use of corporate titles. In 2013, the DOS issued two opinions prohibiting the use of corporate titles by associate brokers and salespersons. Below, please find an updated article on the matter and the two DOS opinions as well as an article addressing corporate titles and teams.

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On April 26, 2013, the New York State Department of State Division of Licensing Services (DOS) issued an opinion on the use of corporate titles by associate brokers and/or salespersons who are not licensed as a real estate broker. This area of law is well settled but some are of the opinion that it does not apply to commercial practitioners or titles given to members of a team. Some brokers are assigning or permitting an associate broker or salesperson corporate titles that are prohibited pursuant to the DOS opinion. Brokers that permit such usage of corporate titles would be subjecting themselves to liability for violating the Real Property Law. There is no exception merely because the licensee practices commercial real estate or is a member of team.

[Click here](#) to find the text of the opinion from the Department of State addressing corporate titles as it applies to all licensees. A copy of the opinion can be [found here](#).

Many brokers and their associated licensees were not happy with the DOS opinion so a follow up request was made to consider other alternatives. The [DOS responded with an opinion](#) directly in line with the first opinion and further clarifying the restrictions on corporate titles. A copy of the second opinion can be [found here](#).

As can be seen from both DOS opinions, no licensee other than an individual licensed as a Real Estate Broker may use a corporate title in any manner. The Department of State, Division of Licensing Services issues licenses to brokers, associate brokers and salespersons and there is no differentiation between residential and commercial practitioners. As such, all real estate licensees are subject to the same laws, rules and regulations.

NYSAR also published an article specifically addressing corporate titles in a team setting. A copy of the article can be [found here](#).

If you have any questions about the use of corporate titles, please contact the NYSAR Legal

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## NYSCAR Chapters

Be sure to keep up with industry meetings and programs around the state by visiting the NYSCAR Chapters which can be found at the following addresses:

Greater Capital – [cap.nyscar.org](http://cap.nyscar.org)

New York City/Long Island Chapter – [nycli.nyscar.org](http://nycli.nyscar.org)

Western NY Chapter – [wny.nyscar.org](http://wny.nyscar.org)

Syracuse Area Chapter – [syr.nyscar.org](http://syr.nyscar.org)

Rochester Area Chapter – [roc.nyscar.org](http://roc.nyscar.org)

Hudson Valley Chapter – [hud.nyscar.org](http://hud.nyscar.org)

Southern Tier – [sou.nyscar.org](http://sou.nyscar.org)



News from the National Association of REALTORS®

### [National Association of REALTORS – May 14–19, 2018, Washington, DC](#)

The REALTORS® Legislative Meetings & Trade Expo is where members can take an active role to advance the real estate industry, public policy and the association. REALTORS® come to Washington, DC, for special issues forums, committee meetings, legislative activities and the industry trade show. Go to [www.nar.realtor](http://www.nar.realtor) for all the details.

### [Share Your Opinion as a Commercial Member](#)

Completing the annual Commercial Member Awareness and Satisfaction Survey is the best way to tell us how well we're helping you and where we can do better. Help us help you by communicating your insights and impressions in this brief survey.

### [New Companies Added to Commercial Data Resources Guide](#)

There are now more than twenty-five companies with commercial-centric products and tools on NAR's Commercial Data and Listings Resources page. What's even better news? Nearly half offer exclusive discounts to NAR members.

### [We'll be Your Office at ICSC RECon](#)

Make NAR your "home base in Vegas" for business! Schedule deal-making meetings with clients and use Wi-Fi-enabled work stations. Space available on a first-come-first-served basis by making reservations in advance.

### [Commercial Agenda for NAR Legislative Next Month](#)

Bring your perspective to the REALTORS® Legislative Meetings & Trade Expo in Washington, D.C. May 14–19. Attend commercial governance meetings, forums, and a networking reception. Connect with leading practitioners from all over the country.

### [A Look Inside the Power of RPR®](#)

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